

## Message Text

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PAGE 01 STATE 186199

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ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

USIA-15 /040 R

DRAFTED BY COM/BIC/OED/MEPD/TJASPER/MJJ

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COM/OED/MEPD/CATKINS

COM/OED/MEPD/JMSANDS, DIRECTOR

COM/BIC/OIM/FTOWER (INFO COPY)

STATE/ARA/MEX/GFALK (PHONE)

----- 108969

R 062316Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY MEXICO

UNCLAS STATE 186199

E.O. 11652: N/A

TAGS: BEXP, MX

SUBJECT: LAS TRUCHAS STEEL TASK FORCE

REF: MEXICO 6348

1. WE HAVE RECEIVED A FAVORABLE RESPONSE FROM INDUSTRY ON THE POSSIBILITY OF A TASK FORCE TO MEXICO FOR DISCUSSIONS REGARDING THE LAS TRUCHAS EXPANSION. COMPANIES BELIEVE THE TASK FORCE COULD SERVE AS A USEFUL VEHICLE TO FURTHER THEIR INTERESTS PROVIDED LAS TURCHAS MANAGEMENT IS WILLING TO CONDUCT A FRANK IN-DEPTH DISCUSSION OF THEIR PROGRAM. IT IS IMPORTANT FOR THE MEXICANS TO REALIZE THAT IF THEY WISH TO STIMULATE A U.S. RESPONSE THEY MUST CONVINCE THE AMERICAN COMPANIES THAT THEY ARE IN A FAVORED POSITION TO OBTAIN CONTRACTS OR AT LEAST WILL NOT BE DISCRIMINATED AGAINST AS SOME BELIEVE WAS THE CASE IN THE PREVIOUS PHASE.

2. WE CONCUR WITH YOUR RECOMMENDATION THAT SESSIONS BE UNCLASSIFIED

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PAGE 02 STATE 186199

HELD THE FIRST WEEK IN SEPTEMBER AND SUGGEST THAT THEY BE

HELD ON SEPTEMBER 3 AND SEPTEMBER 4 WITH SEPTEMBER 5 LEFT  
OPEN FOR PRIVATE DISCUSSIONS OR A SITE VISIT. THE  
FOLLOWING COMPANIES HAVE INDICATED THEY WILL PARTICIPATE:

--- COMPANY REPRESENTATIVE

MESTA MACHINE DANIEL SMITH, SALES  
--- MGR. LATIN AMERICA

SWINDELL-DRESSLER THOMAS COSGROVE,  
--- VICE PRESIDENT

E.W.BLISS GORDON SHASTEEN,  
--- SALES MGR. LATIN AMERICA

AIR PRODUCTS AND CHEMICALS ANDREW MELLEN  
--- VICE PRESIDENT

--- RALPH MAYNARD, SALES  
--- MGR. LATIN AMERICA

USS ENGINEERS AND CONSULTANTS DAVID CASRR  
--- VICE PRESIDENT

KOPPERS COMPANY ROBERT DIGBY  
--- DIRECTOR OF SALES

WEAN UNITED JOHN KNOX  
--- SALES MGR. INTERNATIONAL

WE HAVE NOT RECEIVED DEFINITE RESPONSE FROM BLAW KNOX  
AT THIS TIME.

3. IT IS OUR UNDERSTANDING THAT THE OBJECTIVES OF THE  
TASK FORCE ARE AS FOLLOWS:

--- . PROVIDE A CONDUCIVE ATMOSPHERE FOR A HIGH LEVEL  
DISCUSSION OF PROJECT PARAMETERS;

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PAGE 03 STATE 186199

--- . EMPHASIZE USG DESIRE TO GAIN A FAIR SHARE OF THE  
BUSINESS BY WORKING IN CONCERT WITH QUALIFIED U.S.  
COMPANIES;

--- . ESTABLISHMENT OF A JOINT USG/GOM MECHANISM TO  
FACILITATE THE SUBMISSION OF US PROPOSALS AND TO MONITOR  
RESULTS OF BIDDING.

4. WE RECOMMEND THE FOLLOWING AGENDA FOR THE TASK FORCE MEETINGS:

WEDNESDAY, SEPTEMBER 3

0900 - 1000 MEET WITH AMBASSADOR JOVA

1000 - 1200 BRIEFING BY EMBASSY STAFF

1000 - 1200 BRIEFING BY EMBASSY STAFF

1200 - 1400 LUNCHEON HOSTED BY TASK FORCE FOR AMBASSADOR

1200 - 1400 LUNCHEON HOSTED BY TASK FORCE FOR AMBASSADOR

--- AND EMBASSY STAFF

1430 - 1830 LAS TRUCHAS - ORIVE ALBA AND STAFF

2000 WORKING DINNER WITH ORIVE ALBA AND STAFF

--- HOSTED BY TASK FORCE

THURSDAY, SEPTEMBER 4

0900 - 1200 LAS TRUCHAS - ORIVE ALBA AND STAFF

1200 - 1430 LUNCHEON FOR TASK FORCE HOSTED BY LAS

--- TRUCHAS

1500 - 1600 DIRECTOR - NACIONAL FINANCIERA

1630 - 1730 SECRETARY, MINISTRY INDUSTRY AND COMMERCE

1800 - 1900 SECRETARY, MINISTRY OF FINANCE

2000 RECEPTION FOR TASK FORCE AMBASSADOR

--- RESIDENCE

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PAGE 04 STATE 186199

FRIDAY, SEPTEMBER 5

OPEN FOR PRIVATE SESSIONS AT EMBASSY OR WITH LAS TRUCHAS; SITE VISIT IF APPROPRIATE.

IN GENERAL, THE LAS TRUCHAS SESSIONS SHOULD INCLUDE DISCUSSIONS OF THE PROJECT PARAMETERS (I.E. BIDDING GUIDELINES, TIMETABLES, CONTRACT TERMS ETC.), FINANCING REQUIREMENTS, AND THE COMPETITIVE ENVIRONMENT. WE WILL FOLLOW-UP THIS MESSAGE WITH A DETAILED LISTING OF THE SPECIFIC TOPICS OF DISCUSSION FOR THE MEETINGS.

5. RE PARA 3 REFTTEL: BECAUSE OF PRESS OF BUSINESS INDUSTRY OFFICIALS HAVE RECOMMENDED AGAINST SEMINAR

PREFERRING INSTEAD TO CONCENTRATE THEIR EFFORTS ON  
THE LAS TRUCHAS DISCUSSIONS.

6. ACTION REQUESTED: WE WOULD APPRECIATE EMBASSY  
CONCURRENCE ON PROPOSED AGENDA AND TIMETABLE AS WELL  
AS ANY SUGGESTIONS WHICH POST MAY HAVE. WE ALSO  
REQUEST POST CONFIRMATION OF SCHEDULE WITH ORIVE ALBA. KISSINGER

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